

Message Text

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PAGE 01 STATE 187766

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P 291430Z JUL 76

FM SECSTATE WASHDC

TO AMEMBASSY TOKYO PRIORITY

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E.O. 11652: N/A

TAGS: ETRD, JA

SUBJECT: ALLIS CHALMERS' EFFORTS TO PARTICIPATE IN BIDDING

-- FOR EPDC CONTRACTS

REF: STATE 183253

1. AT EMBASSY'S DISCRETION, EMBASSY AND WATKINS MAY WISH TO CONSIDER INITIATING DISCUSSIONS WITH JAPANESE GOVERNMENT (GOJ) REGARDING ITS PROCUREMENT PRACTICES IN HEAVY ELECTRICAL EQUIPMENT (HYDRO-TURBINE) AREA, WITH SPECIFIC REFERENCE TO RECENT FUTILE EFFORTS OF ALLIS CHALMERS (AC) TO PARTICIPATE IN BIDDING FOR PROJECTS OF GOVERNMENT-OWNED ELECTRIC POWER DEVELOPMENT COMPANY, LTD. AC'S TOKYO REPRESENTATIVE IS AVAILABLE TO ASSIST EMBASSY AND SUPPLY INFORMATION ON AC'S RECENT ATTEMPTS TO FERRET OUT FACTS REGARDING PROCEDURES WHICH WOULD ENABLE FIRM TO BID ON EPDC CONTRACTS. AC REPRESENTATIVE IS YAO TING LIN, ROOM 6B KOTSU ANZEN KYOIKU CENTER BLDG., 24-20, NISHI-AZABU 3-CHOME-MINATO-KU, TOKYO, 106 JAPAN, PHONE NOS.: 402-7972 (OFFICE) (03) 711-2093 (RESIDENCE).

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2. AC OFFICIALS CALLED AT DEPARTMENT OF COMMERCE JULY 26
TO SEEK HELP IN GETTING EPDC TO GIVE AC A CHANCE TO COMPETE

FOR EPDC CONTRACTS. IN ABSENCE OF CONCRETE EVIDENCE ON
EPDC'S SOLICITATION PRACTICES, IT WAS SUGGESTED THAT IT
MIGHT BE USEFUL FOR AC'S REPRESENTATIVE IN TOKYO TO DISCUSS
WITH EMBASSY AND WATKINS HIS EXPERIENCES WITH EPDC AND
OTHER POTENTIAL PURCHASERS OF AC EQUIPMENT, AND TO SEEK
EMBASSY'S ADVICE REGARDING WHAT FURTHER STEPS AC MIGHT
TAKE TO ENSURE OPPORTUNITY FOR PARTICIPATION IN BIDDING
FOR EPDC AND OTHER GOJ-FUNDED CONTRACTS.

3. AT EMBASSY'S DISCRETION, THESE DISCUSSIONS MIGHT IN
TURN BE FOLLOWED BY TALKS WITH OFFICIALS IN EPDC AND MITI
IN AN ATTEMPT TO DETERMINE PRECISE NATURE OF EPDC'S PROCE-
DURES, INCLUDING SUCH BASIC INFORMATION AS HOW FIRMS SUCH
AS AC COULD BE ASSURED THEY WOULD RECEIVE ADVANCE NOTICE
OF UPCOMING SOLICITATIONS AND WHETHER THEY WOULD BE
REQUIRED TO BE PREREGISTERED IN ORDER TO QUALIFY AS
BIDDERS.

4. APPROACH WOULD BE TO ATTEMPT TO OBTAIN UNDERTAKING
BY GOJ TO AFFORD U.S. EQUIPMENT SUPPLIERS COMPARABLE TREAT-
MENT TO THAT WHICH IS ACCORDED JAPANESE COMPANIES BY U.S.
ENTITIES SUCH AS THE BUREAU OF RECLAMATION AND TENNESSEE
VALLEY AUTHORITY. ALTHOUGH WATKINS FAMILIAR WITH BACK-
GROUND, POUCHED MATERIAL WILL PROVIDE ADDITIONAL INFORMA-
TION SUPPLIED BY AC WHICH WILL BE USEFUL TO EMBASSY IN
CITING OPENNESS OF U.S. MARKET WHERE THE JAPANESE HAVE
PARTICIPATED EXTENSIVELY IN CONTRAST TO WHAT APPEARS TO

BE A "CLOSED" MARKET IN JAPAN. IT WOULD ALSO BE USEFUL
FOR WATKINS TO COORDINATE THIS ACTION WITH POMERANZ
(STR). KISSINGER

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